



U.K. SALES REPRESENTATIVE

The company :

With a workforce of 300 persons and a turnover of 32M Euros, **ROCAMAT**, founded in 1853, is a major company in the natural stone industry worldwide and the leading quarry owner and manufacturer of French limestone.

ROCAMAT provides its products all over the five continents both for high-end residential and commercial projects.

ROCAMAT sells its materials to the building industry extracted from its 25 quarries and transformed in its 5 production facilities : blocks, slabs, floor pavers, wall cladding, carved pieces,...

ROCAMAT exports 30 % of its production, primarily to Europe, North America and Asia. Thanks to its long history and expertise in the natural stone industry **ROCAMAT** has contributed to many prestigious architectural projects worldwide. A few examples of our references are accessible online on our website www.rocamat.fr

About the job :

Based in the U.K., you will be part of the Export sales department under the leadership of the Area Sales Manager. Your main responsibilities include:

- Generating and growing sales of ROCAMAT products to the stone industry professionals (distributors, stone masons and fixers, stone contractors, etc...)
- Keeping management informed by submitting activity and results reports, such as daily call reports, weekly work plans, and monthly and annual area analyses.
- Organizing promotional and marketing actions in the field for our products. Attending the exhibitions and fairs
- Your other tasks also involve: researching and prospecting new clients, preparing and presenting commercial proposals, negotiating and closing deals, working hand in hand with sales support and project management teams, etc...
- Regular trips to our head office and/or production facilities in France

Your profile :

We are looking for a real « field sales person » which will be able to maintain and build a long lasting business relationship with his/her clients willing to work for a growing company.

- Native English speaker (with a capacity to communicate in French internally) or French speaker bilingual in English
- Minimum 3 years of sales experience if possible of similar products and within stone or building industry
- Sales oriented person with the ability to hunt out new business, win targets and service existing clients.
- Enthusiastic, entrepreneurial, excellent communication skills both face to face and also over the telephone
- Autonomy, good organizational and planning skills. Ability to work with a team spirit